

Appendix D Sample
Campus
Cost Estimate Form

Vendor
CMAS Contract Number

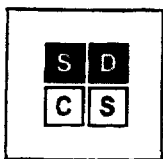
Material Description	Quantity	Manufacturer	Part Number	CMAS Comm #	Unit Price	Extended Unit Price	Labor Hrs	Extended Labor Price	Total Labor and Unit Price	ERATE Eligible
VENDOR:										
SCHOOL NAME										
NON HARDWARE ELEMENTS										
LAN ARCHITECTURE DESIGN										
AS BUILT DOCUMENTS										
TRAINING										
PERFORMANCE TESTING										
CONNECTIVITY TESTING										
3 YEAR MAINTENANCE SUPPORT										
EXTENDED 2 YEAR WARRANTY										
NON HARDWARE SUBTOTAL										
ACTIVE NETWORKING HARDWARE										
ROUTER										
Model										
(list additional components as necessary)										
Power Conditioning/ Surge Protection										
Systems Testing & Certification										
MDF CORE Switch										
Chassis										
Module- Power Supply (Supplies)										
Module(s)-Uplink										
Module(s) Data Ports										
Module(s)-Memory										
Module(s)- Administrative										
Power Conditioning/ Surge Protection										
Systems Testing & Certification										

Appendix D Sample
Campus

Vendor
CMAS Contract Number

Cost Estimate Form

Material Description	Quantity	Manufacturer	Part Number	CMAS Comm #	Unit Price	Extended Unit Price	Labor Hrs	Extended Labor Price	Total Labor and Unit Price	ERATE Eligible
(list additional components as necessary)										
CDF EDGE SWITCH (Multi-Mode Fiber)-Classroom-12 ports minimum										
Chassis										
Module- Power Supply (Supplies)										
Module(s)-Uplink										
Module(s) Data Ports										
Module(s)-Memory										
Module(s)- Administrative										
Power Conditioning/ Surge Protection										
Systems Testing & Certification										
(list additional components as necessary)										
CDF EDGE SWITCH (Multi-Mode Fiber)-Labs/Admin-36 ports minimum										
Chassis										
Module- Power Supply (Supplies)										
Module(s)-Uplink										
Module(s) Data Ports										
Module(s)-Memory										
Module(s)- Administrative										
Power Conditioning/ Surge Protection										
Systems Testing & Certification										
(list additional components as necessary)										
CDF EDGE SWITCH (Multi-Mode Fiber)-Library-48 ports minimum										
Chassis										
Module- Power Supply (Supplies)										
Module(s)-Uplink										
Module(s) Data Ports										
Module(s)-Memory										
Module(s)- Administrative										
Power Conditioning/ Surge Protection										
Systems Testing & Certification										
(list additional components as necessary)										
Miscellaneous Install & Tie-Up Materials										
Cat-5E Patch Cables 3										
Fiber MM Duplex SC Line Patch Cords 1										
Fiber MM Duplex SC Line Patch Cords 2										
Fiber MM Duplex SC Line Patch Cords 3										
Cable Attachment Units										
SCHOOL TOTAL										



SAN DIEGO CITY SCHOOLS

Proposition MM
Measure 500

MAINTENANCE & OPERATIONS CENTER – 4860 Ruffner St, Room 9, San Diego, CA 92111

(858) 637-6242

FAX (858) 573-5879

FACILITIES MANAGEMENT
Acquisitions Manager

MEMORANDUM

TO: FILE

FROM: Joanne Pilgrim

DATE: September 25, 2001

SUBJECT: Minutes of Committee Meeting: 9/21/01
Prequalification of Firms for System Integrator RFI

A screening committee consisting of three District employees (Hemant Powale, Jorge Beltran and Joanne Pilgrim) and two advisors (Bruce Rich and Richard Anderson) reviewed information submitted by 15 firms in response to the District's "Proposition MM Technology Upgrade Program System Integrator Questionnaire" ("Questionnaire"). The committee met to review firm submittals and determine which, if any, firms did not meet the minimum standards set forth in the prequalification Questionnaire. This was the first step in the District's goal to identify those firms most likely to successfully design, procure, install and commission Local Area Networks in the District schools. The successful firms will be invited to submit detailed proposals with further information on their teams, staff, and some preliminary pricing.

The committee members reviewed and rated each firm pursuant to their responses to the criteria outlined in the Questionnaire. After each District panel member rated the firms individually, the committee determined that there were three categories of submittals.

- Rated A- The firm's response to the Questionnaire was complete and detailed. These firms demonstrated experience, capacity and an understanding of the needs of the District regarding the LAN System Integration.
- Rated B- Each firm responded to the Questionnaire, but their responses were weaker than the "A" firms. (They lacked some aspect of complete understanding or the information was not as complete as the "A" firms.)
- Rated C- The firms did not respond accurately or completely to the Questionnaire. Information was lacking or incomplete, i.e., the firms did not display adequate experience, capacity and/or an understanding of the needs of the District regarding the LAN System Integration.

A Firms

- IBM
- Pacific Bell
- SAIC

B Firms (with comments)

- NEC-Limited experience, \$8M largest project listed, limited staff resumes
- Siemens- Limited K-12 experience,
- Verizon- Submittal poorly organized
- Unisys- Very limited response, limited experience noted
- Sysinct- Primarily a planning and consulting firm, a newer division of IKON an office products company. Limited experience with large scale K-12 projects
- Networkworld Solutions- Primarily a consulting and project management firm, limited financial capability, \$1.5M largest project
- Network Catalyst- limited size; \$2M largest project, seems to be a consulting and project management firm.
- Vector Resources-Seemed to be primarily a wiring contractor, limited K-12 systems indicated, reference check indicated good performance

Vector Resources was originally rated by the Committee as a "C" firm, but was changed to a "B" for the following reasons: (1) the firm responded to all information requested by the Questionnaire; and (2) Vector has demonstrated good experience and performance on all District projects.

C Firms (with comments)

- GE Capital- Very poor submittal, non-responsive (lacked substantial information, no K-12 experience noted).
- Avnet- No active contracts with CMAS. Primarily an OEM reseller. Excellent warehousing, material tracking capability, limited K-12 systems integration experience. Limited California K-12 experience,
- Expa@nets- Non-responsive (no resumes listed); primarily a telephone design and installation firm.
- Network Infrastructure Corp- Not a CMAS contractor. Large E Rate experience but primarily as a wiring contractor. Limited financial capability.

The screening committee disqualified the "C" firms as non-responsive.

/jp

SAN DIEGO UNIFIED SCHOOL DISTRICT

REQUEST FOR INFORMATION FOR CMAS CERTIFIED SYSTEMS INTEGRATORS

October 19, 2001

RFI Ranking Sheet

REVIEWER: Stark

BUSINESS SENSITIVE

	1	2	3	4	5	6		
	TECHNICAL PROPOSAL (Completeness of the information presented for the proposed equipment)	TECHNICAL ABILITY (Staff expertise; ability to meet requirements. See Pre-Qualification package)	PAST PERFORMANCE (K-12 experience of the Systems Integrator with proposed hardware on similar projects)	OVERALL RESPONSIVENESS of the Proposal (purpose, scope and objectives)	CLIENT REFERENCES	BUSINESS PROPOSAL (Consultant's Compensation Requirements)		
FIRM							COMMENTS	TOTAL RANK
Point Value	50	20	20	10	0	0		100
IBM	10 15 15 40	20	20	8			Design not overlaid on school layout	88
NEC	10 10 15 35	20	20	8			Design not overlaid on school layout	83
Network Catalyst	5 10 5 20	13	8	4			Small projects/Little school dist. exp. No school equip. list / No hardware counts other than price list. No network upgrade or data resp. time.	45
Networld Solutions, Inc.	7 10 9 26	13	3	5			only 1 small project experience Design lacking / core switch solution is questionable.	47
Pacific Bell	15 15 18 48	20	20	10				98
SAIC								
Siemens							Submitted unclear vendor system - non-responsive	
Sysinct								
Unisys								
Vector								
Verizon								
NetAnalyst (NOCTEL)	5 10 5 20	17	8	4			Small projects/Small scale school experience No Equipment list or hardware counts Lacking upgrade/bug back/warranty - network response time	45

RFI Ranking Sheet 10/19/01

SAN DIEGO UNIFIED SCHOOL DISTRICT

REQUEST FOR INFORMATION FOR CMAS CERTIFIED SYSTEMS INTEGRATORS

October 19, 2001

RFI Ranking Sheet

REVIEWER: CARLTON

BUSINESS SENSITIVE

ITEM 4
(pre-Quals)

	1	2	3	4	5	6		
FIRM	TECHNICAL PROPOSAL (Completeness of the information presented for the proposed equipment)	TECHNICAL ABILITY (Staff expertise; ability to meet requirements. See Pre-Qualification package)	PAST PERFORMANCE (K-12 experience of the Systems Integrator with proposed hardware on similar projects)	OVERALL RESPONSIVENESS of the Proposal (purpose, scope and objectives)	CLIENT REFERENCES	BUSINESS PROPOSAL (Consultant's Compensation Requirements)	COMMENTS	TOTAL
Point Value	50	20	20	10	0	0		100
CISCO X IBM	15+15+15=45	20	20	8			PUR WARRANTY - SMART NET	91
CISCO X NEC	13+10+18=41	20	20	8			GOOD LOCK ON EDGE SWITCH NOT NEEDING POWER, NEE SECURE - WARRANTY NEEDED	89
CISCO X Network Catalyst	10+10+5=25	15	10	4	CISCO NORTEL		NO BUYBACK, NO UPGRADE, NO REPAIR TIME TOO SMALL?	54
CISCO X Network Solutions, Inc.	10+5+20=35	12	8	7			650A CORD SWITCH ONLY? VERY BRIEF	62
CISCO X Pacific Bell	15+15+20=50	20	20	10				100
CISCO X SAIC								
HYBRID X Siemens	ALL FOR 24.3A							
CISCO X Systinet								
NORTEL X Unisys								
CISCO X Vector								
CISCO X Verizon								

SAN DIEGO UNIFIED SCHOOL DISTRICT

REQUEST FOR INFORMATION FOR CMAS CERTIFIED SYSTEMS INTEGRATORS

October 19, 2001

RFI Ranking Sheet

REVIEWER: Steve Wernick

BUSINESS SENSITIVE

	1	2	3	4	5	6		
	TECHNICAL PROPOSAL (Completeness of the information presented for the proposed equipment)	TECHNICAL ABILITY (Staff expertise; ability to meet requirements. See Pre-Qualification package)	PAST PERFORMANCE (K-12 experience of the Systems Integrator with proposed hardware on similar projects)	OVERALL RESPONSIVENESS of the Proposal (purpose, scope and objectives)	CLIENT REFERENCES	BUSINESS PROPOSAL (Consultant's Compensation Requirements)		
FIRM							COMMENTS	TOTAL RANK
Point Value	50	20	20	10	0	0		100
IBM								
NEC								
Network Catalyst								
Networld Solutions, Inc.								
Pacific Bell								
SAIC	50	20	20	10				100
Siemens	20 not meet spec - hybrid system.							8
Sysinct	40	75	15	8				78
Unisys	45	20	20	10				75
Vector	45	15	20	10				90
Verizon	45	20	20	10				95

SAN DIEGO UNIFIED SCHOOL DISTRICT

REQUEST FOR INFORMATION FOR CMAS CERTIFIED SYSTEMS INTEGRATORS

October 19, 2001

RFI Ranking Sheet

REVIEWER: *Higgin*

BUSINESS SENSITIVE

	1	2	3	4	5	6			
	TECHNICAL PROPOSAL (Completeness of the information presented for the proposed equipment)	TECHNICAL ABILITY (Staff expertise; ability to meet requirements. See Pre-Qualification package)	PAST PERFORMANCE (K-12 experience of the Systems Integrator with proposed hardware on similar projects)	OVERALL RESPONSIVENESS of the Proposal (purpose, scope and objectives)	CLIENT REFERENCES	BUSINESS PROPOSAL (Consultant's Compensation Requirements)			
FIRM							COMMENTS	TOTAL	RANK
Point Value	50	20	20	10	0	0		100	
<input checked="" type="checkbox"/> IBM									
<input checked="" type="checkbox"/> NEC									
<input checked="" type="checkbox"/> Network Catalyst									
<input checked="" type="checkbox"/> Networld Solutions, Inc.									
<input checked="" type="checkbox"/> Pacific Bell									
<input checked="" type="checkbox"/> SAIC	50	20	18	10				98	
<input checked="" type="checkbox"/> Siemens	NON-Responsive Hybrid Network								
<input checked="" type="checkbox"/> Systinct	40	16	16	8				80	
<input checked="" type="checkbox"/> Unisys	49	19	10	7				84	85
<input checked="" type="checkbox"/> Vector	46	18	20	8				92	
<input checked="" type="checkbox"/> Verizon	48	19	19	9				95	

SAN DIEGO UNIFIED SCHOOL DISTRICT

REQUEST FOR INFORMATION FOR CMAS CERTIFIED SYSTEMS INTEGRATORS

October 19, 2001

RFI Ranking Sheet

REVIEWER: _____

BUSINESS SENSITIVE

10/19/01

	1		3	4	5	6			
	TECHNICAL PROPOSAL (Completeness of the information presented for the proposed equipment)	TECHNICAL ABILITY (Staff expertise; ability to meet requirements. See Pre-Qualification package)	PAST PERFORMANCE (K-12 experience of the Systems Integrator with proposed hardware on similar projects)	OVERALL RESPONSIVENESS of the Proposal (purpose, scope and objectives)	CLIENT REFERENCES	BUSINESS PROPOSAL (Consultant's Compensation Requirements)	NOTE: RECOMMENDED BREAK POINT = LESS THAN 86 6 FIRMS TO MOVE TO NEXT LEVEL EVALUATION		
FIRM							COMMENTS	TOTAL	RANK
Point Value	50	20	20	10	0	0		100	
IBM								89.5	5
NEC								86	6
Network Catalyst								49.5	10
Networld Solutions, Inc.								54.5	9
Pacific Bell								99	1
SAIC								99	1
Siemens								NON-RESPONSE	
Sysinet								79	8
Unisys								81.5	7
Vector								91	4
Verizon								95	3

RFI Ranking Sheet 10/19/01

EVALUATOR SIGNATURES:

SCOTT STARK
RICK CARLTON
Terry Higgins
STEVE WERDSMAN

[Handwritten signatures]

BUSINESS SENSITIVE
For Internal Use Only

RECOMMENDED SHORT LIST *

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Joanne Pilgrim

From: Evan Leslie [eleslie@mail.sandi.net]
Sent: Monday, January 14, 2002 9:14 AM
To: sstark@mail.sandi.net
Cc: jpilgrim@mail.sandi.net
Subject: Here's the sample document

TO: File

FROM: Evan Leslie

SUBJECT: Minutes of Final Screening Committee Meeting: 10/31/2001

A final screening committee consisting of three District employees (Evan Leslie – Project Engineer, Brian Bowles – Data Communications Analyst and Mike Casey – Institute Coordinator) and two advisors (Bruce Rich – JFI Consultant and Jim Dodge – former assistant director of district's IT department) reviewed information submitted by 6 firms in response to the district's Technology RFI (of 15 firms responding, 4 firms did not meet the qualification requirements. Of the 11 remaining firms, the top 6 firms screened by the technical screening committee were considered in this final screening). The committee met to review submittals and select 4 of the 6 firms to design, procure, install and commission Local Area Networks in the District schools.

As described on page 11 of 18 of the RFI, the two criteria used in this final selection are 1) Client references and 2) Pricing Approach.

Client References

After each panel member reviewed the responses from each firm, the committee rated the references of each of the firms alphabetically as follows:

- Rated A – The firms obtained all excellent recommendations from the references called
- Rated B – The firms obtained above-average recommendations from the references called
- Rated C – The firms obtained average recommendations from the references called
- Rated D – The firms obtained poor recommendations from the references called

The committee members then allocated the 20 points for this category, corresponding to the types of references each firm received:

A Firms

Vector (19)

B Firms

Pacific Bell (12)

C Firms

SAIC (10)
IBM (7)
Verizon (7)

D Firms
NEC (3)

Pricing Approach

After each panel member reviewed the responses from each firm individually, the committee rated the business proposal of each firm alphabetically as follows:

- Rated A – The firms were significantly better than the average cost.
- Rated B – The firms were better than the average cost.
- Rated C – The firms were near the average cost.
- Rated D – The firms were higher than the average cost.
- Rated E – The firms were much higher than the average cost.
- Rated F – The firms were significantly higher than the average price.

The committee members then allocated the 30 points for this category, corresponding to each firm's response:

A Firms
None

B Firms
None

C Firms
NEC (20)
Pacific Bell (20)
SAIC (20)
Verizon (20)
IBM (20)

D Firms
Vector (10)

E Firms
None

F Firms
None

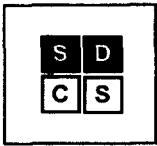
Using the above criteria, the result of the final screening committee is as follows:

Pacific Bell (1)
SAIC (2)
Verizon (3)
Vector (4)


TO:

IBM (5)
NEC (6)

1/14/2002



SAN DIEGO CITY SCHOOLS

 **Proposition MM**
Repair Our Neighborhood Schools

MAINTENANCE & OPERATIONS CENTER ANNEX, RM. 10 – 4860 Ruffner St, San Diego, CA 92111-1522

(858) 637-6242
FAX (858) 573-5856

FACILITIES MANAGEMENT
Acquisitions and Asset Management

January 24, 2003

Mr. Gene Bild
SBC
4229 Ponderosa Ave, Suite A.
San Diego, CA 92125

Dear Mr. Bild:

Subject: Request for pricing, Year 6 Erate Schools (80%)

Reference: Agreement C-6365 dated December 11, 2002

In accordance with the above-referenced Agreement, the District is requesting pricing for Year 6 Erate Schools as listed below:

<u>School</u>	<u>Type</u>
Cadman	Elementary
Dewey	Elementary
Field	Elementary
Hancock	Elementary
Kearny	High School
Jones	Elementary
Muir	Alternative
Oak Park	Elementary
Rolando	Elementary
Ross	Elementary

This information shall be provided as outlined in Appendix A which is attached hereto. The System Integrator shall provide pricing for each of the three parts. Pricing should include taxes, shipping or other applicable costs.

Appendix A "Cost Sheet"

The System Integrator shall complete the site specific cost sheets as outlined in this Appendix. Costs shall be accounted for separately in each part as follows:

<u>Services</u>	<u>Agreement Section</u>
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Part I Non-Hardware Elements

As Built Documentation	10
Project Management	3.a.

Part II Active Hardware

LAN Equipment	3., 3.d.(2).
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Part III Infrastructure Verification

Site Survey/Verification	3.c.
Acceptance Testing	3.c.
Cabling Testing	3.d.(4)., 3.d.(5).

Actual count of switches must be verified during the site survey.

Services Not Included

Pricing for the following items shall not be provided as part of this request:

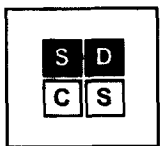
<u>Services</u>	<u>Agreement Reference</u>
IP Addressing Development	3. b.
Network Management	3. d. (3).
Asset Management System	3. d. (1).
Maintenance	5 (2 nd and 3 rd yr.)
Training	7

Please provide your response via email to Jim Dodge at 4860 Ruffner Street, Annex Room 12, by 4:00 P.M. on or before January 30, 2003.

If you have any questions, please call Jim Dodge, Senior Technology Specialist at (858) 637-3688.

Sincerely,

Joanne Pilgrim
Contract Specialist



SAN DIEGO CITY SCHOOLS

Proposition MM
Repair Our Neighborhood Schools

MAINTENANCE & OPERATIONS CENTER ANNEX, RM. 10 – 4860 Ruffner St, San Diego, CA 92111-1522

(858) 637-6242

FAX (858) 573-5856

FACILITIES MANAGEMENT
Acquisitions and Asset Management

November 25, 2002

Mr. Kevin Lawler
International Business Machines
4660 La Jolla Village Dr., Suite 300
San Diego, CA 92122

Dear Mr. Lawler:

Subject: Request for pricing, Year 6 Erate Schools

Reference: Agreement C-6472 dated June 11, 2002

In accordance with the above-referenced Agreement, the District is requesting pricing for Year 6 Erate Schools as listed below:

<u>School</u>	<u>Type</u>
Adams	Elementary
Bayview	Elementary
Brooklyn	Elementary
Crawford	High School
Darnall	Elementary
Encanto	Elementary
Florence	Elementary
Fremont	Elementary
Fulton	Elementary
Hamilton	Elementary
Jefferson	Elementary
Johnson	Elementary
Kennedy	Elementary
Knox	Elementary
Linda Vista	Elementary
Linda Vista Annex	Elementary
Lincoln	High School
Marshall	Elementary
McKinley	Elementary
Paradise Hills	Elementary
Perkins	Elementary
Rowan	Elementary

"The mission of San Diego City Schools is to improve student achievement by supporting teaching and learning in the classroom."

Mr. Lawler
November 25, 2002
Page 2

Sherman
Valencia Park
Washington

Elementary
Elementary
Elementary

This information shall be provided as outlined in Appendix A which is attached hereto. The System Integrator shall provide pricing for each of the three parts. Pricing should include taxes, shipping or other applicable costs.

Appendix A "Cost Sheet"

The System Integrator shall complete the site specific cost sheets as outlined in this Appendix. Costs shall be accounted for separately in each part as follows:

Services

Agreement Section

Part I Non-Hardware Elements

As Built Documentation	10
Project Management	3.a.

Part II Active Hardware

LAN Equipment	3., 3.d.(2).
---------------	--------------

Part III Infrastructure Verification

Site Survey/Verification	3.c.
Acceptance Testing	3.c.
Cabling Testing	3.d.(4)., 3.d.(5).

Actual count of switches must be verified during the site survey.

Services Not Included

Pricing for the following items shall not be provided as part of this request:

Services

Agreement Reference

IP Addressing Development	3. b.
Network Management	3. d. (3).
Asset Management System	3. d. (1).
Maintenance	5 (2 nd and 3 rd yr.)
Training	7

Mr. Lawler
November 25, 2002
Page 3

As you are aware no work on the listed schools may begin before July 1, 2003.

Please provide five copies of your response to Jim Dodge at 4860 Ruffner Street, Annex Room 12, by 4:00 P.M. on or before December 15, 2002.

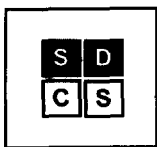
If you have any questions, please call Jim Dodge, Senior Technology Specialist at (858) 637-3688.

Sincerely,

Joanne Pilgrim
Contract Specialist

Enclosure: Appendix A

cc: Chuck Brown, Evan Leslie, Joanne Pilgrim



SAN DIEGO CITY SCHOOLS

 **Proposition MM**
Repair Our Neighborhood Schools

MAINTENANCE & OPERATIONS CENTER ANNEX, RM. 10 – 4860 Ruffner St, San Diego, CA 92111-1522

(858) 637-6242
FAX (858) 573-5856

FACILITIES MANAGEMENT
Acquisitions and Asset Management

November 25, 2002

Mr. Thomas Griffin
Science Applications International Corporation
10260 Campus Point Dr.
San Diego, CA 92121

Dear Mr. Griffin:

Subject: Request for pricing, Year 6 Erate Schools

Reference: Agreement C-6366 dated December 11, 2001

In accordance with the above-referenced Agreement, the District is requesting pricing for Year 6 Erate Schools as listed below:

<u>School</u>	<u>Type</u>
Adams	Elementary
Bayview	Elementary
Brooklyn	Elementary
Crawford	High School
Darnall	Elementary
Encanto	Elementary
Florence	Elementary
Fremont	Elementary
Fulton	Elementary
Hamilton	Elementary
Jefferson	Elementary
Johnson	Elementary
Kennedy	Elementary
Knox	Elementary
Linda Vista	Elementary
Linda Vista Annex	Elementary
Lincoln	High School
Marshall	Elementary
McKinley	Elementary
Paradise Hills	Elementary
Perkins	Elementary
Rowan	Elementary

"The mission of San Diego City Schools is to improve student achievement by supporting teaching and learning in the classroom."

Mr. Griffin
November 25, 2002
Page 2

Sherman
Valencia Park
Washington

Elementary
Elementary
Elementary

This information shall be provided as outlined in Appendix A which is attached hereto. The System Integrator shall provide pricing for each of the three parts. Pricing should include taxes, shipping or other applicable costs.

Appendix A "Cost Sheet"

The System Integrator shall complete the site specific cost sheets as outlined in this Appendix. Costs shall be accounted for separately in each part as follows:

<u>Services</u>	<u>Agreement Section</u>
<u>Part I Non-Hardware Elements</u>	
As Built Documentation	10
Project Management	3.a.
<u>Part II Active Hardware</u>	
LAN Equipment	3., 3.d.(2).
<u>Part III Infrastructure Verification</u>	
Site Survey/Verification	3.c.
Acceptance Testing	3.c.
Cabling Testing	3.d.(4)., 3.d.(5).

Actual count of switches must be verified during the site survey.

Services Not Included

Pricing for the following items shall not be provided as part of this request:

<u>Services</u>	<u>Agreement Reference</u>
IP Addressing Development	3. b.
Network Management	3. d. (3).
Asset Management System	3. d. (1).
Maintenance	5 (2 nd and 3 rd yr.)
Training	7